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Freedom of Choice

(by Energy Services)

- Rural Households and Micro Businesses
- Enable **choice**, reduce rural gap
- For profit approach
- DC Solar power + smart micro-grids



What we offer

- 24/7 energy access
- Energy services:
electricity and appliances
- Lighting, phone charging
- Fans, Stereos, TVs, sewing machines,
projectors, refrigerators, grain mills, etc

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Customer's perspective

- Affordable \$20 connection fee
- Prepaid energy packages from \$0.20/day
- Mobile payments
- Start with lights - grow to more...
- Lease-to-own appliances



Innovative Process

1. Deploy **very little** power per customer
2. Enable customers to use more energy than deployed
3. Measure demand
4. Adapt supply to meet demand

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Low initial investment

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average vs available energy capacity

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Highly modular design

extra capacity quick and easy to install

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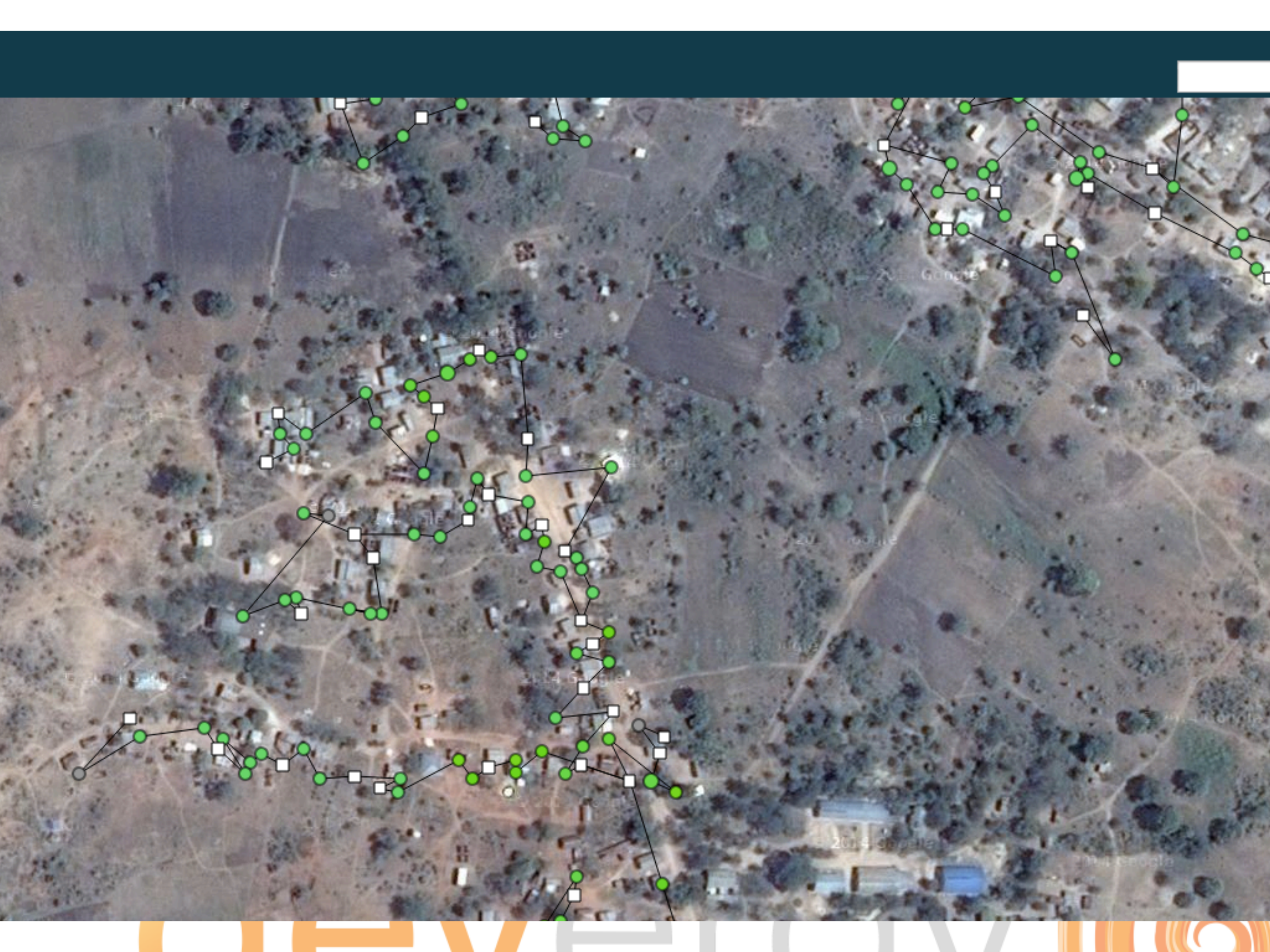
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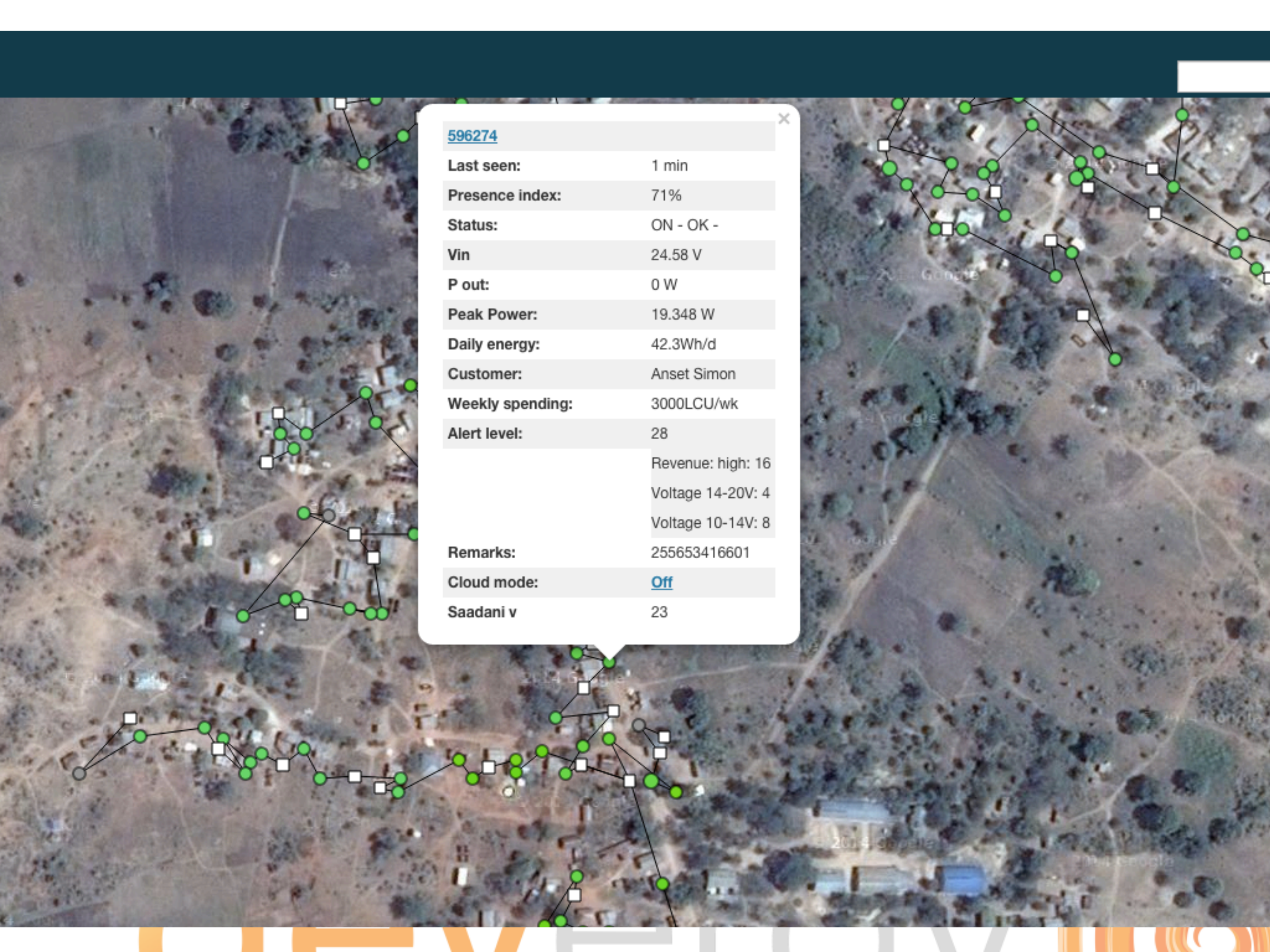




● Meter







[596274](#)

Last seen: 1 min

Presence index: 71%

Status: ON - OK -

Vin 24.58 V

P out: 0 W

Peak Power: 19.348 W

Daily energy: 42.3Wh/d

Customer: Anset Simon

Weekly spending: 3000LCU/wk

Alert level: 28

Revenue: high: 16

Voltage 14-20V: 4

Voltage 10-14V: 8

Remarks: 255653416601

Cloud mode: [Off](#)

Saadani v 23

Status

- 850 customers
- 6 villages
- 250W per connection
- 3 years field operations
- >75% village penetration
- 30% saving on energy



Coming soon...

- 8,000 connections in 2 years (50 villages)
- 90,000 connections in 6 years
- Focus on productive use







devergy
developing energy





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